

CONTRACT



WOIO
1717 East 12th Street
Cleveland, OH 44114
(216) 771-1943

<u>Contract / Revision</u> 826012 /		<u>Alt Order #</u> 06337675
<u>Product</u> BOB GIBBS 4 CONGRESS		
<u>Contract Dates</u> 09/30/12 - 10/09/12		<u>Estimate #</u>
<u>Advertiser</u> Gibbs, B/Congress(R)		<u>Original Date / Revision</u> 09/25/12 / 09/25/12
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Station</u> WOIO	<u>Account Executive</u> Teresa Difuria	<u>Sales Office</u> Telerep-Philade
<u>Special Handling</u> Cash In Advance		
<u>Demographic</u> Adults 35+		
<u>IDB#</u>	<u>Advertiser Code</u>	<u>Product Code</u>
<u>Agency Ref</u>		<u>Advertiser Ref</u>

And:

Strategic Media Service
1023 31st NW 4th Floor
Washington, DC 20007

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/ Week	Rate	Type	Spots	Amount
N 1	WOIO	10/01/12	10/05/12	Action News at 6a	6-7a		:30			NM	5	\$750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/01/12	10/07/12	MTWTF--				5	\$150.00			
N 2	WOIO	10/08/12	10/09/12	Action News at 6a	6-7a		:30			NM	2	\$300.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/08/12	10/14/12	MT-----				2	\$150.00			
N 3	WOIO	10/01/12	10/05/12	The Early Show	7-9a		:30			NM	5	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/01/12	10/07/12	MTWTF--				5	\$100.00			
N 4	WOIO	10/08/12	10/09/12	The Early Show	7-9a		:30			NM	2	\$200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/08/12	10/14/12	MT-----				2	\$100.00			
N 5	WOIO	10/01/12	10/04/12	America Now	9-10a		:30			NM	3	\$225.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/01/12	10/07/12	MT-T---				3	\$75.00			
N 6	WOIO	10/09/12	10/09/12	America Now	9-10a		:30			NM	1	\$75.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/08/12	10/14/12	-1-----				1	\$75.00			
N 7	WOIO	10/01/12	10/04/12	Price is Right	11a-12p		:30			NM	2	\$4,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/01/12	10/07/12	M--T---				2	\$2,000.00			
N 8	WOIO	10/08/12	10/08/12	Price is Right	11a-12p		:30			NM	1	\$2,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/08/12	10/14/12	1-----				1	\$2,000.00			
N 9	WOIO	10/02/12	10/04/12	Action News at Noon	12-1230p		:30			NM	2	\$4,800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/01/12	10/07/12	-T-T---				2	\$2,400.00			
N 10	WOIO	10/09/12	10/09/12	Action News at Noon	12-1230p		:30			NM	1	\$2,400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/08/12	10/14/12	-1-----				1	\$2,400.00			
N 11	WOIO	10/01/12	10/04/12	Syndicated Barter	3-4p		:30			NM	4	\$800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			

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<u>Contract / Revision</u> 826012 /		<u>Alt Order #</u> 06337675
<u>Contract Dates</u> 09/30/12 - 10/09/12		<u>Product</u> BOB GIBBS 4 CONGRE
<u>Advertiser</u> Gibbs, B/Congress(R)		<u>Estimate #</u>
		<u>Original Date / Revision</u> 09/25/12 / 09/25/12

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Totals SpotsAmount	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	10/01/12	10/07/12	MTWT---				4	\$200.00			
N 12	WOIO	10/08/12	10/09/12	Syndicated Barter	3-4p		:30			NM	2	\$400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	10/08/12	10/14/12	MT-----				2	\$200.00			
N 13	WOIO	10/01/12	10/05/12	Action News at 4p	4-5p		:30			NM	5	\$2,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	10/01/12	10/07/12	MTWTF--				5	\$500.00			
N 14	WOIO	10/08/12	10/09/12	Action News at 4p	4-5p		:30			NM	2	\$1,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	10/08/12	10/14/12	MT-----				2	\$500.00			
N 15	WOIO	10/01/12	10/05/12	Action News at 5p	5-6p		:30			NM	5	\$2,625.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	10/01/12	10/07/12	MTWTF--				5	\$525.00			
N 16	WOIO	10/08/12	10/09/12	Action News at 5p	5-6p		:30			NM	2	\$1,050.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	10/08/12	10/14/12	MT-----				2	\$525.00			
N 17	WOIO	10/01/12	10/04/12	Action News at 6p	6-630p		:30			NM	3	\$2,025.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	10/01/12	10/07/12	MT-T---				3	\$675.00			
N 18	WOIO	10/08/12	10/09/12	Action News at 6p	6-630p		:30			NM	2	\$1,350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	10/08/12	10/14/12	MT-----				2	\$675.00			
N 19	WOIO	10/01/12	10/05/12	M-F 7-730p	7-730p		:30			NM	3	\$5,250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	10/01/12	10/07/12	M-W-F--				3	\$1,750.00			
N 20	WOIO	10/08/12	10/08/12	M-F 7-730p	7-730p		:30			NM	1	\$1,750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	10/08/12	10/14/12	1-----				1	\$1,750.00			
N 21	WOIO	10/02/12	10/04/12	M-F 730-8p	730-8p		:30			NM	2	\$4,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	10/01/12	10/07/12	-T-T---				2	\$2,000.00			
N 22	WOIO	10/09/12	10/09/12	M-F 730-8p	730-8p		:30			NM	1	\$2,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	10/08/12	10/14/12	-1-----				1	\$2,000.00			
N 23	WOIO	10/01/12	10/05/12	Action News at 11p	11-1135p		:30			NM	4	\$3,800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	10/01/12	10/07/12	MT-TF--				4	\$950.00			
N 24	WOIO	10/09/12	10/09/12	Action News at 11p	11-1135p		:30			NM	1	\$950.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	10/08/12	10/14/12	-1-----				1	\$950.00			
N 25	WOIO	10/01/12	10/05/12	David Letterman	1135p-1238a		:30			NM	3	\$1,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	10/01/12	10/07/12	M-W-F--				3	\$500.00			
N 26	WOIO	10/08/12	10/08/12	David Letterman	1135p-1238a		:30			NM	1	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	10/08/12	10/14/12	1-----				1	\$500.00			
N 27	WOIO	10/01/12	10/01/12	Mon Hour 3	10-11P		:30			NM	1	\$4,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	10/01/12	10/07/12	1-----				1	\$4,000.00			

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		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
N 28	WOIO	10/09/12	10/09/12	Tue Hour 1	8-9P		:30			NM	1	\$5,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/08/12	10/14/12	- 1 - - - - -				1	\$5,000.00			
N 29	WOIO	10/04/12	10/04/12	Thur Hour 3	10-11p		:30			NM	1	\$5,250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/01/12	10/07/12	- - - 1 - - -				1	\$5,250.00			
N 30	WOIO	10/05/12	10/05/12	Fri Hour 3	10-11p		:30			NM	1	\$4,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/01/12	10/07/12	- - - - 1 - -				1	\$4,000.00			
N 31	WOIO	10/06/12	10/06/12	NCAA Football Reg Game 1	330-7p		:30			NM	1	\$400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/01/12	10/07/12	- - - - - 1 -				1	\$400.00			
N 32	WOIO	10/06/12	10/06/12	SA Action News at 7p	7-8p		:30			NM	1	\$525.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/01/12	10/07/12	- - - - - 1 -				1	\$525.00			
N 33	WOIO	10/06/12	10/06/12	11p-12a	11p-12a		:30			NM	1	\$700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/01/12	10/07/12	- - - - - 1 -				1	\$700.00			
N 34	WOIO	09/30/12	09/30/12	CBS Sunday Morning	9-1030a		:30			NM	1	\$750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/24/12	09/30/12	- - - - - 1				1	\$750.00			
N 35	WOIO	09/30/12	09/30/12	SU Action News at 630p	630-7p		:30			NM	1	\$850.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/24/12	09/30/12	- - - - - 1				1	\$850.00			
N 36	WOIO	09/30/12	09/30/12	Sun Hour 1	7-8p		:30			NM	1	\$7,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/24/12	09/30/12	- - - - - 1				1	\$7,500.00			
N 37	WOIO	10/07/12	10/07/12	Sun Hour 2	8-9p		:30			NM	1	\$4,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/01/12	10/07/12	- - - - - 1				1	\$4,500.00			
N 38	WOIO	09/30/12	10/07/12	11p-12a	11p-12a		:30			NM	2	\$1,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/24/12	09/30/12	- - - - - 1				1	\$750.00			
Week:		10/01/12	10/07/12	- - - - - 1				1	\$750.00			
Totals											78	\$81,725.00

Time Period	# of Spots	Gross Amount	Net Amount
08/27/12 - 09/30/12	4	\$9,850.00	\$8,372.50
10/01/12 - 10/09/12	74	\$71,875.00	\$61,093.75
Totals	78	\$81,725.00	\$69,466.25

Signature: _____ **Date:** _____

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